

2018 ANNUAL REPORT



ELGIN

BUSINESS RESOURCE CENTRE

A Community Futures Development Corporation

Facilitating Prosperity
Strengthening Communities



2017/18

EBRC Board of Directors

Phil Mauer (President)

Jim Hunter (Past President)

Warren Silverthorn (Vice President)

Hetty Teuber (Treasurer)

Bob Ashcroft (Secretary)

Scott Birkby

Ross Fair

Helen Haddow

Rob Quai

Donna Rankin

Mike Streib

Lisa Johnston (Youth)

Jessica Goodall (Youth)

2017/18

EBRC Staff

Kevin Jackson
- General Manager

Lisa King
- Accounts Manager

Glenn Thorel
- Loans Manager and Business Advisor

Janice Henwood
- Assistant to the General Manager

Cindy Hertwig
- Self Employment Training Program
Coordinator and Business Advisor

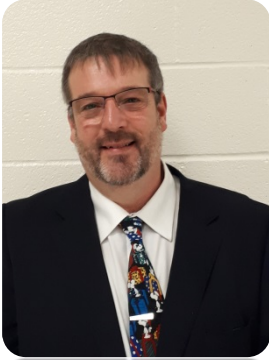
Mark Masseo
- Business Advisor

Jeff Sheridan
- Business Advisor

Laura Morden
- Workshop Coordinator

Randi Robinson
- Social Media Coordinator

Lindsay Kamermans
- Administrative Assistant



President's Message

Having served on the EBRC Board of Directors for many years and now completing my first year as President, I am pleased to bring you this message and welcome you to the Elgin Business Resource Centre 2018 Annual General Meeting. Over the past year, we have continued to positively impact economic development in St. Thomas and communities across Elgin County. We have attained record results with respect to achieving targets and upheld our reputation as a leader among CFDC's.

I would like to commend our General Manager, Kevin Jackson, and the entire EBRC staff on another extremely successful year. I am truly amazed by the work of these individuals, and their accomplishments in promoting and supporting local entrepreneurs in our communities. This team is an incredibly dedicated group of people, and I am privileged to work with them. They are outstanding in team work; and their high energy and focus provides excellent direction for our Board of Directors.

The dedication of each Board Director plays a vital role in the ongoing success of this CFDC. We are so fortunate to have such a diverse group of members who continuously lend their time, talent and expertise to the EBRC Board, and to the community at large. Their commitment to the success of the local business economy is unwavering.

Lastly, and certainly not least, I would like to acknowledge and thank our many partners, in our community and at all levels of government, who support us in all that we do. I am pleased to have this opportunity to extend my sincere thank you to each of you. I am honoured and proud to volunteer my time with such a valuable organization. I look forward to the upcoming year and I am confident that the accomplishments we will achieve together will continue to provide significant growth and expansion of small business throughout Elgin County.

A handwritten signature in black ink, appearing to read 'Phil Mauer', written over a white rectangular background.

Phil Mauer



General Manager's Report

The Elgin Business Resource Centre (Elgin Community Futures Development Corporation) is proud to celebrate another very successful year!

EBRC continued to build on its strong, progressive and innovative history in 2017/18. We recorded another year of exceeding expectations and showing excellent results in all aspects of our mandate. All of EBRC's business advising and loans programs continue to be very successful throughout the fiscal year with the end result being an unprecedented performance with respect to key performance indicator's (KPI's). Many of our targets were surpassed well before year end.

The Self-Employment Training Program (SET) continues to build on the previous year's momentum. Regular classes with strong attendance continue to be the norm, with many of the participants moving on to start new business ventures throughout Elgin County. In addition, collaboration with Oxford County CFDC and Norfolk County CFDC has allowed us to bring the SET program to Tillsonburg, where we've put together a program directed specifically at workers displaced from manufacturing jobs in the three counties. After two workshop schedules so far, the results look very positive. We anticipate further success with this initiative throughout the upcoming fiscal year.

This year we were happy to host the annual Community Futures Ontario Conference. We were able to showcase the County of Elgin, our community partners and EBRC to all of the other Ontario CFDCs. It was a phenomenal success.

In collaboration with the County of Elgin Economic Development team, the third Annual Enterprise Elgin Business Plan Competition was successfully held. Participation in this event continues to grow and the winners' businesses continue to flourish.

General Manager's Report (continued)

As I do every year, I would like to take this opportunity to express my sincere gratitude to the excellent staff at EBRC. We are a well-oiled machine. This stellar team makes my job as General Manager a real pleasure. Our thirteen member Board of Directors was very effectively chaired by our new President, Phil Mauer, and continues to be engaged and progressive. Thank you all for the support and innovation that you continually exhibit every day, every month and every year.

As General Manager (of the very best CFDC), I assure you that we will continue to generate new ideas, facilitate our core programs successfully and grow sustainable business development in Elgin County. The future of Elgin County is very promising. The growth of the economy continues with the help of EBRC. As in previous reports, I must repeat ... I am truly honoured to serve as General Manager of this fine organization.

Thank you.

A handwritten signature in black ink, appearing to read 'Kevin Jackson', with a long horizontal line extending to the right.

Kevin Jackson

2017/18

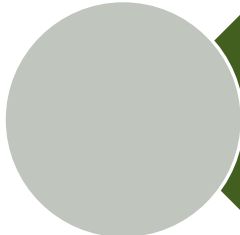
Impact on Local Business



2017/18 Loans Portfolio



22 New Loans
Added



\$1,956,940
Annual Loans Total



\$138,980,232
Annual Leverages



\$4,733,752
Loan Portfolio Total

Current Loans by Sector

Accommodation
& Food Service
(7)

Administrative
& Support
(1)

Agriculture,
Forestry, Fishing &
Hunting
(9)

Arts, Entertainment
& Recreation (4)

Construction
(5)

Educational
Services
(1)

Health Services &
Social Assistance
(1)

Manufacturing
(14)

Other Services
(3)

Professional &
Technical Services
(5)

Retail Trade (10)
Wholesale Trade
(2)

Transportation &
Warehousing
(4)

Community Economic Development (CED)

Healthy Minds Workshop Series • Community Futures Ontario 2017 Conference • St. Thomas Elgin Local Immigration Partnership • Helen LeFrank Scholarship Award • SBEC Starter Company Plus Business Plan Review Committee • Western Elgin Economic Development Committee • Railway City Big Top • Kettle Creek Environmental Trust Spellbound • Elgin County Winter Golf Tournament • Sunrise Elgin • SBE Starter Business Plan Review Committee • St. Thomas & District Chamber of Commerce • Elgin County MP • Elgin County DC • Elgin County HR Assoc. & Elgin County HR Prof. Assoc. • Elgin County Economic Development Committee • Elgin County Economic Development Initiative • Tom Zombie Historical Society • Southwold Economic Development Committee • St. Thomas & District Chamber of Commerce Free Enterprise Awards • Healthy Workplace Awards • Downtown Development Board Strategic Planning Committee • Elgin County Tourism Membership • St. Thomas Police Service Event

118
partners

28
projects

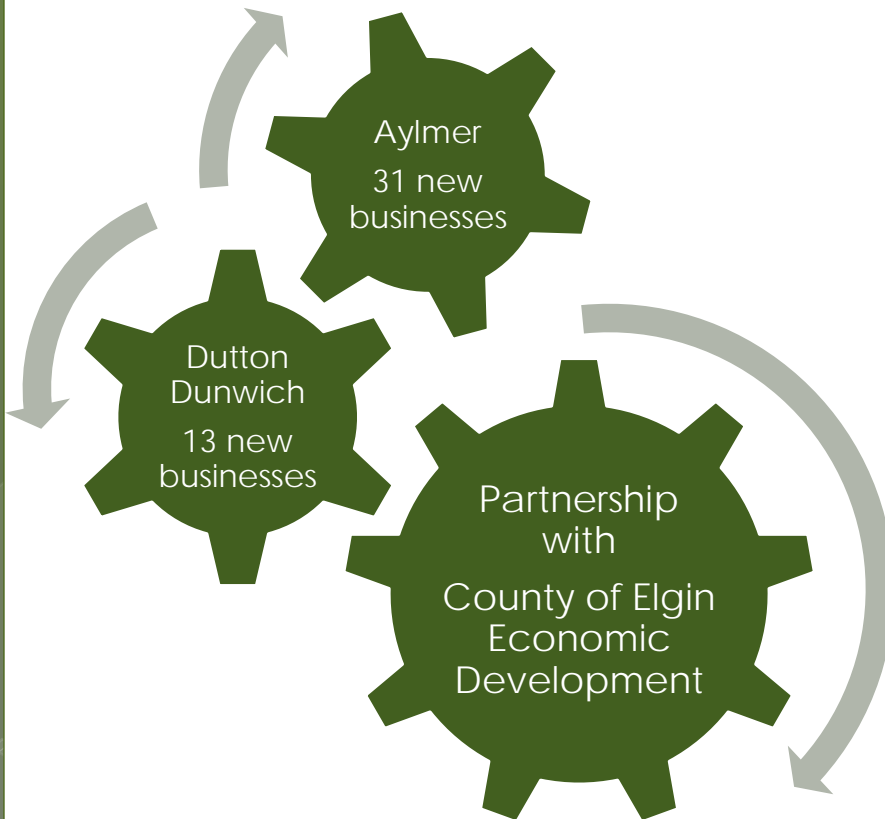
Self Employment Training Program

Our Self-Employment Training program is a series of eight workshops designed to provide clients with a good understanding of the viability of their business ideas.

The facilitator assists clients to build a business concept through self-assessment, goal setting, market research, marketing, operations and financial planning. Following validation of the concept, emphasis on business plan development and cash flow lay the foundation for understanding how to manage a business.



Across The County



Enterprise Elgin 2017 generated 12 applicants. Five finalists pitched their businesses “Dragon’s Den” style at the grand finale event at the Port Stanley Festival Theatre during Small Business Week in October. 2017 winners were Jane and Chuck Magri of Wildflowers Farm in St. Thomas.

With the continued support of the Elgin County Economic Development team, we are able to:

- Facilitate satellite offices with dedicated business advisors in the East (Aylmer) and in the West (Dutton).
- Actively participate in County Chambers of Commerce and Economic Development Committees.
- Reach clients in all areas of the County. Exactly 50% of our 2017/18 loan clients are located outside the city of St. Thomas.
- Provide training throughout the County. 2017/18 training focused on social media for business.

2018 EBRC Awards

Healthy Workplace Award

Steelway Building Systems – Platinum

Helen LeFrank Scholarship Award

Danielle Coombes, Parkside Collegiate Institute

Jeffery Karp Award

Groovy Moon, Aylmer
(Jill Bond)

New Business of the Year

MMD Data Systems, St. Thomas
(Daniel Pfingstgraef and Jason Kerkvliet)

Small Business of the Year

Dixon's Feed Service Ltd., West Lorne
(Deborah Hope)

Breakout Business of the Year

Xcel Fabrication & Design Ltd., Aylmer
(Diedrich Braun)

Innovation & Community Impact Award

The Grace Café
(Ginny Trepanier)

CFO Conference 2017

EBRC was pleased and proud
to showcase Elgin County to
approximately 300 attendees from across
Ontario while hosting the very successful
Community Futures Ontario
2017 Conference in Elgin County
September 6 - 8, 2017

